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DOOSAN STARS IN PERFORMANCE CENTER PROJECT

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DL300-5 wheel loader has earned preferred-machine status for ShepCo Inc. project manager Gary Shepherd because of its size, capacity and breakout force

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DOOSAN®

COMPANY INFO

Business: Robinson Brothers Construction
In business since: 1964
Location: Vancouver, Washington
Doosan machines: DX140LC-3 (three), DX225LC-3, DX300LC-5 (two) crawler excavators; DL250-3 wheel loader
Doosan dealer: Feenaughty Machinery

UNDER THE RIVER AND OVER MT. HOOD

In 2017, Robinson Brothers Construction (RBC) – an independent utility contractor based in Vancouver, Washington – secured a contract with a major telecommunications company to increase connectivity from Umatilla to Portland, Oregon. The company specializes in underground construction applications, helping launch fiber-optic networks for some of the largest communications companies throughout the western United States.

The 210-mile project includes installation of fiber-optic cables to connect large data centers along the Columbia River in the Pacific Northwest to Portland. The city is a major hub in the telecommunication industry.

"With the amount of cell phones, cloud storage and changing technology, the fiber-optic industry is strong right now," says Merle Sorenson, RBC chief executive officer. "It has really sparked our business."

The two-year project began in April 2017 with RBC setting up several jobsites to conduct work simultaneously. "We're spread out over 100 miles," Sorenson says. The stretch from Umatilla to Portland runs along the Columbia River. The project route follows an equally winding path alongside the county right of way and across Bureau of Land Management and U.S. Forest Service land.

The installation of the four-duct conduit system requires RBC to traverse terrain that is also quite varied – going under rivers, through farmland and over the north face of Mt. Hood, Oregon's highest peak.

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One conduit will house fiber-optic cable for high-speed connectivity from Umatilla to Portland, while the other three will remain vacant for future growth in the area. “We’re going through wheat country and many little towns,” Sorenson says. “Naturally, Mt. Hood is very rocky with dense forests and narrow county roads.”

To manage the distance and diversity of the project, RBC is running a large fleet of equipment that includes crawler excavators, rock saws, wheel loaders, compactors, directional drills, cable plows and air compressors.

Proven track record

RBC added two larger Doosan® DX300LC-5 crawler excavators to its fleet specifically for the project. Sorenson, who was raised in a logging community, had noticed logging crews using the Doosan brand of equipment. “Loggers put everything to task – the terrain they work on and the weight they pull,” he says. “If the loggers like it and it will hold up for them, it’s certainly going to hold up in our industry.”

Sorenson says the crawler excavators – purchased from Feenaughty Machinery in Portland – are absolutely necessary to keep the project on schedule. “There’s a lot of trenching and rock breaking,” he says.

Each DX300LC-5 is equipped with an 8,500-ft-lb hydraulic breaker for large boulders and busting up solid rock. The excavator and breaker combination are the only option for breaking solid rock because of the slope of the terrain. “You have to have level ground to use a rock saw so we’re using more breakers on the Mt. Hood portion of the job,” Sorenson says. “The Doosan excavators are doing a phenomenal job breaking through the rock. We’re glad we stepped up to the 300 class machines because it’s greatly increased productivity.”

When not breaking solid rock, RBC replaces the hydraulic breaker with large-capacity trenching buckets and calls upon the speed of the DX300LC-5s for excavating the rocky remnants and digging through vast stretches of land with unpredictable ground conditions. “They’re fast. They’re reliable. They lift everything we ask them to,” Sorenson says. “That’s kind of what it’s all about when it comes to these types of projects.”

Three Doosan DX140LC-3 excavators have been dispatched with several crews for trenching and breaking rocky ground to lay the conduit. Sorenson says RBC typically trenches to a depth of about 48 inches, 6 inches beyond the standard 42 inches. The extra depth ensures compliance and allows smaller rocks to remain in the trench. “We plow in the broken rock slot to place conduit,” he says.

A vault is installed every 2,500 feet and serves as an access and termination point for the fiber-optic cable that will be blown into the conduit. In some instances, the crew can’t plow in the conduit at the vault and has to splice conduit together. The DX140LC-3 excavators and a Doosan DX225LC-3 crawler excavator are used for digging those handholes. They’re also used for tie-ins and trenching areas with buried utilities.

Sorenson says ripping through various ground conditions, breaking rock and hauling away excess material can make quite a mess, especially near roadways. Doosan DX140LC-3 excavators are also used for backfilling and reshaping ditches and general cleanup. “We use wide buckets so we can reshape ditches and restore the right of way,” he says. “You don’t want anybody to know you’ve been there.”

Sorenson is seeing a lot more Doosan machines in the Pacific Northwest. It gives him confidence in the company’s decision to buy Doosan equipment. RBC owns six Doosan crawler excavators and a Doosan wheel loader that is occasionally used to move large boulders and unload pallets of conduit from trucks at the jobsites.

Dealer support

RBC was introduced to Doosan equipment by long-time industry veteran Byron Rose, who had worked with RBC on equipment sales in the past. “He knows everyone at our company,” Sorenson says. When Rose joined Feenaughty Machinery, he knew the Doosan equipment would hold up to RBC’s strong standards.

“Feenaughty Machinery has always been good about helping us find a way to make equipment work for our challenging situations,” Sorenson says. “We wanted large-size, modern excavators with a long carriage to increase productivity on this project, and the two DX300LC-5s have exceeded any expectations we had for getting through hard rock areas.”

RBC also relies on Feenaughty Machinery to keep productivity high out in the field, whether that means downtown Portland or 15 miles up Mt. Hood on a mountain access road. “We rely heavily on their service department, and they always respond, even getting parts flown in to remote jobsites if we need them.”

With more than 100 miles of the project underway or completed, Sorenson says snowfall on Mt. Hood halted further work on the mountain portion of the job until late spring 2018 when the ground thaws. In the meantime, RBC continues construction from the western side of the mountain, eventually completing the full 210-mile stretch and bringing high-speed connectivity to a growing industry with room for future expansion. DM

Jim Cooper, Robinson Brothers Construction project manager, with Byron Rose, Feenaughty Machinery sales specialist

Quick change aids productivity

All six Doosan® crawler excavators in the RBC equipment fleet are equipped with the optional quick coupler attachment. It’s a timesaver when operators need to quickly change between buckets or a hydraulic-powered attachment. Each time an operator changes an attachment, that time quickly adds up to hours and days over the course of a work season.

Visit **DoosanEquipment.com** and click on Crawler Excavators on the Products tab to learn more about Doosan® excavators.

TAKING CENTER STA

COMPANY INFO

Business: ShepCo Inc.
In business since: 1999
Location: Townsend, Massachusetts
Doosan machines: DX140LC-5, DX225LC-3, DX235LCR, DX350LC-3, DX490LC-5 crawler excavators; DL200-3, DL250-5, DL300-5, DL420-5 wheel loaders
Doosan dealer: Equipment East

Building a two-story, 125,000-square-foot music facility with a 300-seat recital hall and a 1,000-seat indoor performance center that can open to lawn seating for another 1,300 seats is no easy feat. Construction project manager Gary Shepherd is no stranger to large, complex construction projects.

Shepherd started ShepCo as a family-owned institutional, industrial, commercial landscaping, excavating and site development company and took on projects along the Eastern Seaboard. At one point, the company owned more than 75 machines and had just as many employees. Nowadays, Shepherd has downsized the company and is back to his roots in Townsend, Massachusetts, focusing on provincial work across the state.

His latest project is a new, world-class Indian Hill Music school and performance center in Groton, Massachusetts. The town (pop. 10,873) is situated approximately 45 miles northwest of Boston, surrounded by rural communities and farm fields. The new music school and community center will replace the current center that hosts a professional orchestra and concert series as well as 1,200 enrolled music students. Being built on 110 acres of rural land, the new larger-scale facility will bring the sweet sound of music to the community with a projected completion date of 2021.

"This project has significance to the community, so I felt like I would like to be a part of it," Shepherd says.

Conducting a masterpiece

Before starting the multi-year project in April 2017, Shepherd decided it was time to upgrade his current fleet of construction equipment. Unhappy with the sales, service and support he was receiving from the equipment brand he had used exclusively for nearly two decades, Shepherd decided to explore his options. "I felt as though the previous manufacturer had not stepped up and was no longer competitive, and I decided to end the relationship," he says.

With impeccable timing, he received a call from Equipment East sales specialist Dan Clifford. The two had done business together for nearly 25 years when Clifford worked for another dealership.

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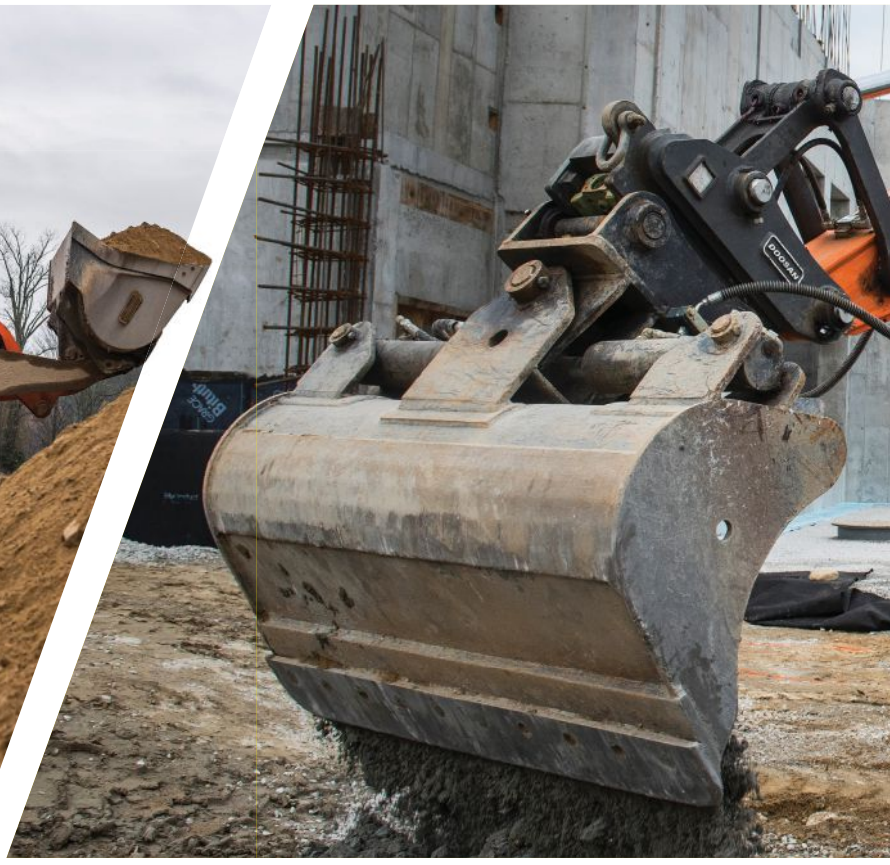
Gary Shepherd, owner of ShepCo Inc.



When Clifford joined Equipment East, he contacted Shepherd about giving Doosan® equipment a try. Shepherd agreed to a demo but mixed up directions to the dealership and nearly called it off. But he didn't. Instead, he made the switch to Doosan equipment that day.

After demoing a Doosan DX350LC-3 crawler excavator, Shepherd decided the Doosan brand was right for him. "I immediately liked the machine and ended up buying it," Shepherd says. "These machines allow me to support organizations I like to engage with, and they don't bottom out my bottom line."

In less than 12 months, one Doosan machine turned into a fleet of five Doosan excavators and four Doosan wheel loaders. Shepherd says his steel-tracked crawler excavators and wheel loaders were the only feasible solution to power through the jobsite and move material.

"In spring 2017, we had so much rain that we thought we would have to stop working until the ground dried up," he says. "But the crew kept going. It was impressive."

Even in unfavorable conditions, Shepherd and his crew of 20 employees have been able to use the crawler excavators and wheel loaders to bulk excavate and transport the materials. In just a matter of months, the crew moved more than 165,000 cubic yards of material – approximately 2,750 cubic yards each day.

"That DX490LC-5 will haul a bucket out of the ground with four cubic yards heaped in it," Shepherd says. "We were filling 30-ton end-dumps, one right after another, about every five minutes."

At the same time, the crew was digging footings to pour 10,000 yards of concrete and prepping to lay one mile of underground drainage pipe. The DL300-5 wheel loader was used in transporting materials, including various forms of clay, sand, gravel and boulders to another area of the development. Loading and transporting a wide range of materials from granular sand and gravel to hard clay, the wheel loader has earned preferred-machine status with Shepherd.

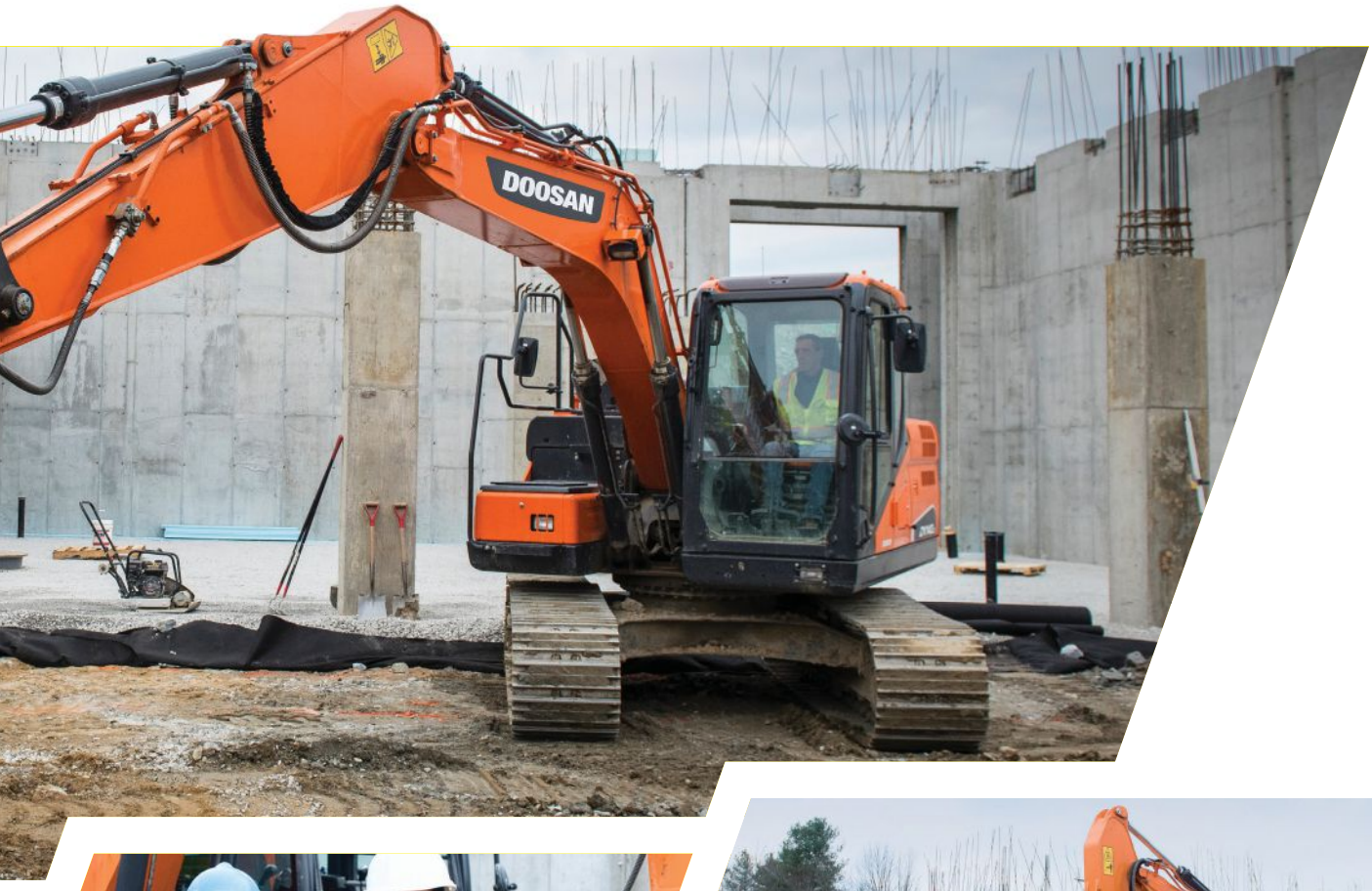
"The DL300-5 may be my favorite," Shepherd says. "It has some real size, capacity and breaking force. I really like it."

The sheer power and range of machines made the progress possible despite the challenging weather and ground conditions.

"There's no question that we wouldn't have been able to accelerate this project the way we have without the fleet capacity that we've got," Shepherd says.

Excavating, site grading, subgrade prep and finish grading are ongoing. If the weather cooperates, the company hopes to work in spring 2018 to finish installing the footings and the foundations. From there, the company will proceed with construction of the two-story music center. The project could take up to five years until completion.

"The goal of this project is to create an environment that, when you get to the site, you're completely submersed," Shepherd says. "You won't be lost and confused



Equipment East sales specialist Dan Clifford (left) with Gary Shepherd

by what's going on around you. You won't hear highway traffic and noise and see other houses. You'll see apple trees and fields, grass, and trees. It'll be nature."

A symphony of support

Shepherd's relationship with Equipment East – the local Doosan construction equipment dealer – is extremely important to his satisfaction with the brand. "They are very responsive and that's another key (part) of our relationship," Shepherd says. "When we need them, they're there. Maintaining and stocking your own parts is holding cash and inventory, and being able to go to a dealer and get it eliminates that. My father used to have a saying in business that the sweetness of price is long forgotten after the disappointment in service or product."

Shepherd says that's not the case with Equipment East in Dracut, Massachusetts. He receives same-day support, "sometimes within hours."

Shepherd contends that when equipment isn't working effectively, it costs his business money. "With Doosan equipment, there is no question that the machines will perform well," Shepherd says. "We take pride in these machines. They keep my guys working so we can continue to produce quality projects." DM

Visit **DoosanEquipment.com/Shepherd** to watch a video of Gary Shepherd's Doosan® equipment at work on the new music center.

NEW 3.7-CUBIC-YARD LOADER BUILT STRONG FOR CHALLENGING TASKS

SPECIFICATIONS

Horsepower (gross): 172 hp
Operating weight: 34,262 lb.
Bucket capacity: 3.7 cu. yd.
Dump height: 9 ft. 2 in.
Breakout force: 30,349 lbf.

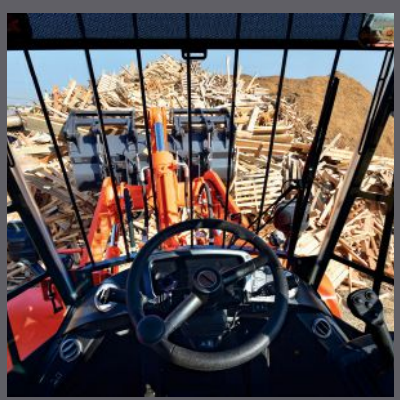
The new Doosan® DL280-5 wheel loader gives you another option in one of the most popular size classes. Enhanced performance and comfort, as well as increased uptime protection, are a few noticeable benefits. New features include:

- **Wide fin radiator:** Provides more effective cooling with larger fin spacing which reduces clogging.
- **Heavy-duty axles:** Deliver additional machine performance in harsh applications. Solid tires are available as an option to increase uptime protection at scrap and recycling applications where materials can puncture pneumatic tires.
- **Upgraded joystick:** Offers operators a more ergonomic and easier-to-activate forward-neutral-reverse control.

Protect your investment

If your work calls for extra machine protection, consider adding an optional guarding package. Doosan® wheel loaders, including the new DL280-5, can be fitted with additional guards and plates to shield critical components from potential damage. The guarding package includes:

- Air-intake protection filter/screen
- Articulation area guards
- Axle seal guards
- Belly pan guards (front and rear)
- Boom cylinder hose and tube guards
- Bucket cylinder guards
- Center hinge guards
- Drive shaft guard
- Headlight and taillight guards
- Heavy-duty front frame cover plate
- Steer cylinder guards
- Under cab guards
- Valve stem guards
- Windshield guards



SPECIFICATIONS
Horsepower (gross): 166 hp
Operating weight: 60,848 lb.
Max. swing speed: 10.9 rpm
Max. reach: 35 ft. 5 in.
Max. loading height: 40 ft.

DX225MH-5 MATERIAL HANDLER **NOW AVAILABLE**

Doosan® DX225MH-5 material handlers are now available for tasks that involve scrap-handling at scrap yards, recycling centers or solid waste facilities. A durable steel track undercarriage enables operators to move across debris to lift and load materials.

Designed for enhanced visibility, performance

Built with a standard 4-foot cab riser, you can upgrade to an optional 6-foot cab riser or a 7-foot hydraulic cab riser. Hydraulic cab risers put you above the work, providing better visibility to materials as you load and unload containers or trucks. A straight boom improves the DX225MH-5 material handler's reach and lift height for better material placement. The droop-nose arm provides enhanced access into containers, trucks and railcars.

Attachment options

Pair a grapple or magnet attachment to the DX225MH-5 to easily lift a variety of materials. A 5/8-cubic-yard grapple is approved for use with the DX225MH-5. The 360-degree hydraulic rotating four-tine grapple features a semi-closed tine design for a firm grasp on most materials. The second option is a magnet to pick up and place smaller scrap metal. It is powered by an optional generator energizing the magnet when picking up metal.

FAMILY VALUES, QUALITY PRODUCTS SUSTAIN WASHINGTON CEDAR MILL

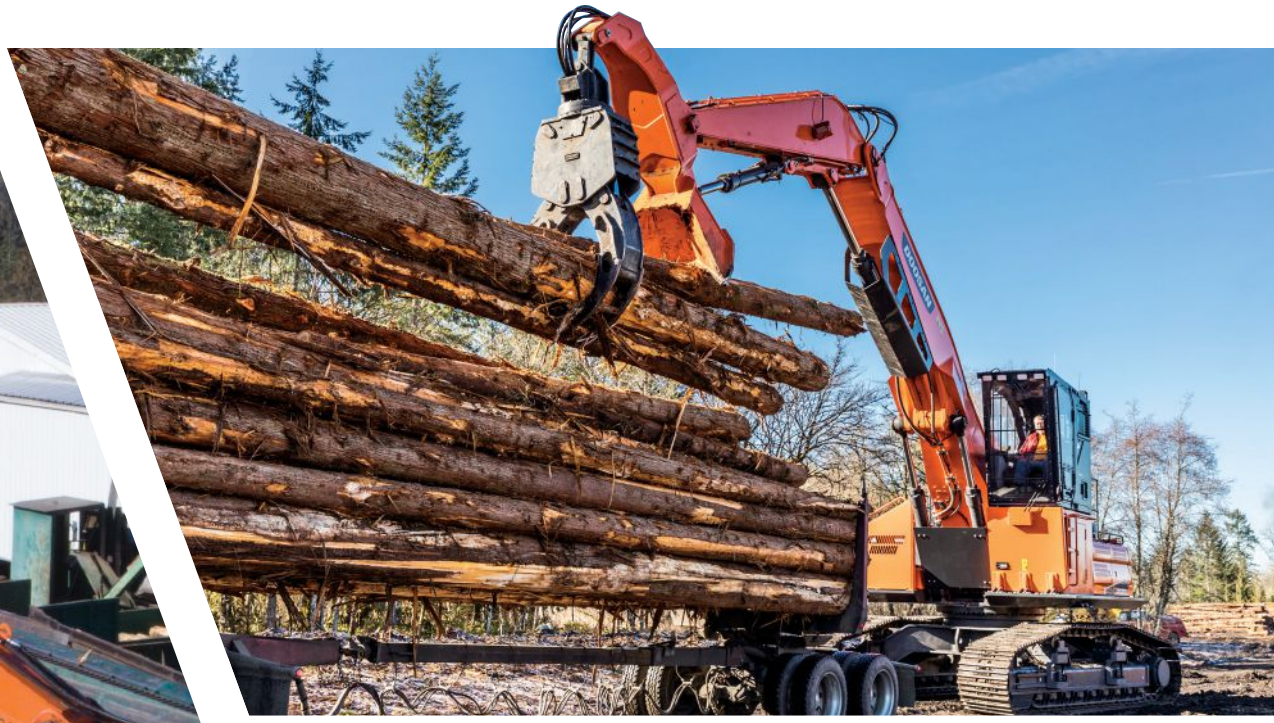
COMPANY INFO

Business: Reichert Shake and Fencing Inc.
In business since: 1976
Location: Toledo, Washington
Doosan machines: DX380LL-5 log loader; DX140LC-3 crawler excavator
Doosan dealer: Cascade Trader

What started as a small shake operation for two men has flourished into a well-known, family-owned-and-operated cedar fencing mill. Wood products produced at the mill are used throughout North America for fencing projects.

Tod Reichert and his business partner, Lee Day, were two young men in the mid-1970s, cutting shake bolts and performing rigorous manual labor. Eventually, Reichert started a small shake mill and grew the company to six employees. In 1982, he added a Pendu saw to produce fence boards and log home material. Over the years, the log home products were discontinued, and more saws were added to focus on cedar fencing, which is the company's current primary focus. Thirty-six years after Reichert started the company, it has grown to more than 60 employees, including Reichert's daughter, Kim, and her husband, Jamy Wallace.

"I'm working in the mill, and I'm the log buyer," Jamy Wallace says. "Kim sells the products and focuses on the day-to-day operations. We have a really good crew. We care about our employees, and we value their input. We all work together as a team to produce a consistent top-quality product."



Staying focused

While other mills in the area offer a variety of wood products, Reichert Shake and Fencing focuses on producing high-quality western red cedar fence boards. Employees at the mill cut the cedar logs into various lengths and widths – from 4 feet to 8 feet in length – and 3 to 6 inches in width. “We cut a premium product, and we emphasize quality,” Wallace says. “We focus on our niche in the market, that’s our specialty, and we are known for our high quality and high grade.”

Log trucks deliver raw western red cedar logs from Oregon, Washington and Canada. Most wood comes from small private loggers and landowners; however, the company also buys from large timber companies such as Hancock and Weyerhaeuser, or bids on sales from the Department of Natural Resources in Washington.

Cedar logs processed at the mill can vary in age, from as little as 20- to 30-year-old cedars to as high as 80 to 100 years old. “You get better money out of the cedar when it gets older because it scales better,” Wallace says. “If you wait that extra five or 10 years, you’ll get a lot better price out of them.” Scaling is determined by the log’s width. “Once a cedar gets to 9 inches, it will almost double its board footage in the log,” he says. “Then, once it goes to 14 inches, it will double again.”

Numbers game

The mill measures success by the number of logs processed at the mill. Trucks deliver logs to the mill Monday through Friday, from 6:30 a.m. to 3:30 p.m., and the mill runs until 5 p.m. During busy times, the mill is open Saturdays, although they try to limit weekend work to allow employees to spend time with their families. “Some days we might only get five or six loads, and other days we might get 16 to 20,” Wallace says. “It depends on how good the weather is and how good our prices are.”

To keep up with the volume of cedar logs being delivered to the mill, the company depends on reliable and well-trained employees, as well as durable logging equipment. The company has three log loaders at the mill, and sometimes they need all three machines running to avoid holding up the log trucks that deliver the raw material. The mill racks up hours and hours on its log loaders. One model has more than 18,000 hours and is still performing at a high level. There is an inherent risk with machines with too many hours, which is what led the company to investigate new equipment, shopping around and looking at different machines. “If you don’t upgrade and your machine starts breaking down, of course you lose time, and time is money,” Wallace says. Their search ended when the company purchased a new Doosan® DX380LL-5 log loader.

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THE DX380LL-5 IS REALLY GOOD ON FUEL EFFICIENCY, IT'S FAST AND IT'S STRONG. IT'S HEAVY ENOUGH YOU CAN GRAB THE LOADS, AND IT WON'T JERK YOU AROUND.

– JAMY WALLACE / Reichert Shake and Fencing

Prior to purchasing the new model, the company spoke to logging companies in the area, including Buck's Logging, which owns multiple Doosan® log loaders. That conversation led to more information and a demonstration from sales specialist Jim Wark at Cascade Trader – the Doosan equipment dealer in the area. "We were looking for a little bigger machine because in our yard, sometimes we will high deck logs, especially up front or in the back because of space issues," Wallace says. "We wanted a bigger machine that could stack logs higher and move them around better."

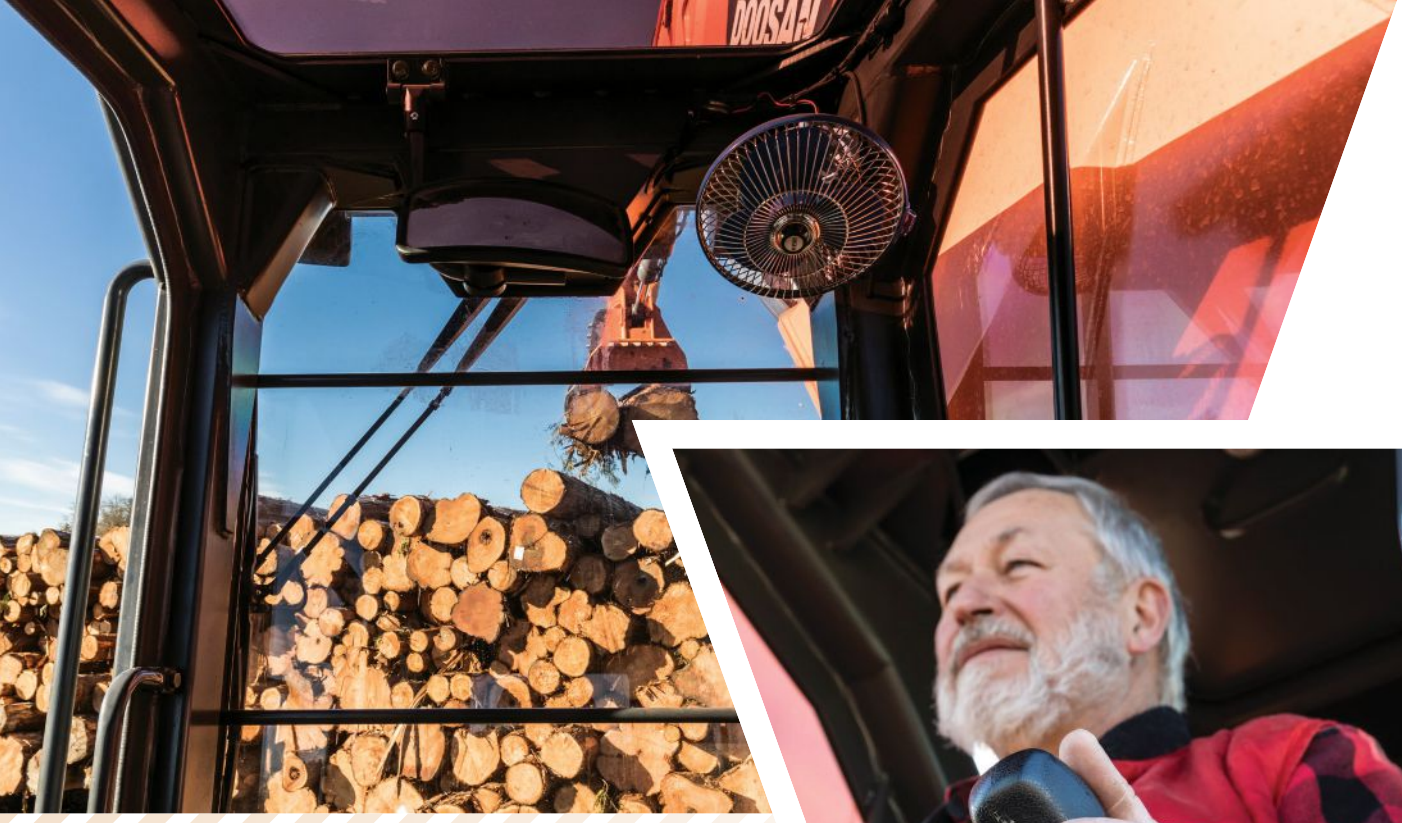
Wark brought a DX380LL-5 log loader to Reichert Shake and Fencing to let their operators test it. Veteran log loader operator Eldon Graves was one of the operators who put the DX380LL-5 through the paces at the mill. "Eldon has been with the company from the beginning; he's our oldest operator, and he does an awesome job," Wallace says.

Graves was sold on the machine from day one. He told Wallace and Wark that he preferred the DX380LL-5 log loader over another brand because of its performance. "We had a machine before that really beat him around,

Jamy Wallace (left), sales specialist Jim Wark and Eldon Graves

Standing behind the product

The first Doosan® log loader at Reichert Shake and Fencing was sold not only on machine features, but also dealer support. Jamy Wallace says the Reichert family has known sales specialist Jim Wark for quite a while. "Jim has a really good reputation; he's kind, not pushy," Wallace says. "Cascade Trader stands behind its products." The dealership is located approximately 30 minutes from the mill. It's close enough that dealership employees can come out to the mill to provide parts and service. "If I have any questions, I can always call the parts department and talk to the mechanics to find out what part we need," he says.



Eldon Graves, Reichert Shake and Fencing operator

and when he got in the Doosan log loader, he really enjoyed it," Wallace says. "The DX380LL-5 is really good on fuel efficiency, it's fast and it's strong. It's heavy enough you can grab the loads, and it won't jerk you around."

2 feet makes a difference

One of the biggest differentiators of the Doosan DX380LL-5 log loader from other models at the mill is its reach. The machine has a maximum reach of 44 feet – 2 feet more than the company's next largest model. "You wouldn't think 2 feet would make that much difference, but boy it really does," Wallace says. This is particularly true when the company's operators are high decking logs. When they are high decking, they are putting the logs up higher to take better advantage of the space at the mill. "If you don't have a big yard or you need more room, high decking comes in play," Wallace says. "Last year we had more than 600 loads of logs in the yard, so we were jammed up pretty tight. We did a lot of high decking."

In addition to high decking, operators use log loaders to unload the log trucks and feed the deck with logs. When trucks deliver the logs, operators use the log loaders with grapple attachments to sort them for efficiency. "We take the logs off the truck and put the shortest ones to the right and the longest ones to the left," Wallace explains. "Sometimes logging companies will put the short logs on the front and the back. So, we must reach all the way up the log truck and grab the ones at the front without damaging the truck. The extra reach really helps to unload the trucks."

The traditional practice of scaling the logs is done as soon as they are unloaded. "We measure the log's width and we use a handheld scale, so we can take any deduction," Wallace says. "After we're done scaling the logs, we'll put them on the deck where we're going to run through the mill or we stack them to be used later."

Another key selling point of the DX380LL-5 is the smoothness of the controls, especially when using a grapple to grab a log. Right-hand joystick controls in Doosan log loaders have a switch to control when the grapple opens and closes. The grapple stops closing as soon as the operator lets go of the switch. This is sometimes referred to as feathering. "When you're grabbing a log, you can lighten up on the trigger and it won't squeeze the log to death," Wallace says. "You can actually crush logs or break them if they're small. The Doosan log loader has a grapple trigger on it, so you can feather the trigger how tight you want to hold the log without busting it."

Trying to get the most wood out of the logs that the mill processes is the goal. Every time the company can get an extra board, it's another couple dollars. The precision of the DX380LL-5 boosts profits by helping him get the best out of what he's got in his yard. DM

> See the Doosan® DX380LL-5 log loader in action. Visit **DoosanEquipment.com/380** to watch a video of the log loader at a forestry site as it performs shovel-logging tasks.

RESTORING A COASTAL PARISH

COMPANY INFO

Business: Greco Construction Inc.
In business since: 1996
Location: Belle Chasse, Louisiana
Doosan machine: DX300LC-5 crawler excavator
Doosan dealer: Duhon Machinery

Bound by two coastlines of the Gulf of Mexico with the Mississippi River in the center, lies Plaquemines Parish (pop. 23,042) – the furthest lowland peninsula south of the City of New Orleans and the most vulnerable parish in coastal Louisiana.

In 2005, the parish realized how defenseless it really was when heavy rains accompanied by 120 mph hurricane-force winds flooded in. The levees that surrounded all sides of Plaquemines Parish could not hold up to the strong storm surge and broke. More than 38 feet of water poured through the levee, flooding the entire area during the aftermath of Hurricane Katrina.

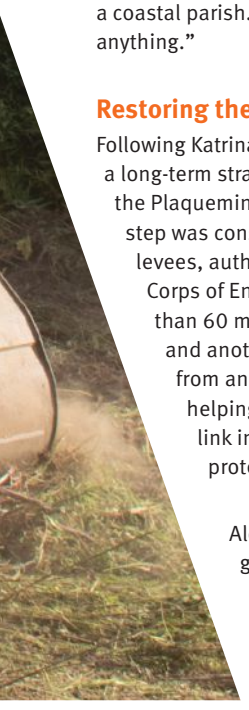
Lane Greco, 53, owner of Greco Construction, was one of the first residents on-site after Katrina hit. Greco had worked for the parish under his father as a heavy equipment operator, building levees and drainage canals. After working for the parish, he decided to join the military and served in the U.S. Army for eight years. While serving, he started Greco Construction – a construction, demolition and site preparation business.

"We were Katrina," Greco says. "I'll give you an idea: You know that little toe that sticks off the state of Louisiana at the very bottom? That's home.

"Katrina hit us before New Orleans. We were the ones that took the brunt of it and probably saved New Orleans from even more catastrophic damage because we're a coastal parish. It was hard to recognize anything."

Restoring the parish

Following Katrina, city officials developed a long-term strategy to protect and restore the Plaquemines Parish coast. The first step was constructing $1.5 billion of new levees, authorized by the U.S. Army Corps of Engineers. By 2018, more than 60 miles of levees were installed and another 20 miles were raised from an average of 3 feet to 9 feet, helping to strengthen a weak link in the parish's storm-surge protection system.



Along the coast, natural grasses and fabric matting were added to the top of the levees. The design, called "levee armoring," aims to protect the area from erosion caused by tropical storm surges if the levee is overtopped. Man-made wetland construction continues to add resiliency to the area and to better protect the shorelines.

Additional offshore barrier islands will further protect the shoreline of Plaquemines Parish. The barrier islands are part of the coast's natural defenses against tropical storm surges. Most of the coastline of the Gulf of Mexico has barrier islands, but the parish lies on a peninsula made by sediments of the Mississippi River which lacks a row of protective barrier islands.

Turning disaster into discovery

Restoring the parish continues to be a constant work in progress, requiring assistance from devoted residents like Greco. Recently, he was tasked with clearing debris away from the existing levees that surround Plaquemines Parish.

"Every year the Mississippi River rises and dumps logs and other debris on the levee," Greco says. "The U.S. Army Corps of Engineers require that the debris be moved 30 feet away from the levee, so the ground can stay dry."

To efficiently complete this project, Greco needed the right equipment. "My last crawler excavator let me down big-time, so I went straight to my dealer, Mr. Sid Duhon with Duhon Machinery," he says.

At the time, Duhon Machinery was not yet a Doosan dealer, but Greco wanted to continue doing business with Duhon, so he offered him a proposition. "He had told me that Doosan had been trying to get him to be their dealer for quite some time," Greco says. "I told him if you become the dealer, I'll be your first customer. He wasn't even a dealer yet, and we made the deal. That's how much I believed in Mr. Sid Duhon. Without that man standing behind it, I would have never had the opportunity."

Sure enough, Duhon Machinery became a Doosan dealer and sold Greco his first DX300LC-5 excavator.

"When I started using the machine, I was floored because of how quiet and strong the machine was," he says. "I could sit in the cab of the machine, running at full throttle, and you'd swear I'm in my living room."

Greco also appreciated the excavator's strength when removing debris from the levee system. "It's a midsized machine that can do the work of a larger machine," he says.

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Waste not, want not

Lane Greco, owner of Greco Construction, makes sure not to waste any time or materials while working on site demolition projects. In fact, just recently he demoed a 20,000-square-foot building in three days. Instead of depositing all the material in a landfill, he partnered with a local recycling company that took the leftover concrete and metal and recycled it. Approximately 75 percent of the materials used for the building were able to be recycled.

Matt Blakesley, Duhon Machinery sales specialist, delivering parts to Lane Greco

"In fact, I run the machine in Economy mode and have found that I was able to cut down the time spent on land clearing jobs because the machine is so fast and strong."

In addition to disaster recovery projects, Greco also completes site demolition projects with the Doosan® DX300LC-5, equipped with a bucket and a clamp. He recently used the machine to tear down a three-story, 30,000-square-foot building in four hours. "I needed a workhorse, but this machine is a work rhino," Greco says.

Since Greco works year-round, he also likes the comfortable cab that allows him to stay fresh all day. "I'm working long hours, so I have to stay comfortable," he says.

"In the DX300LC-5, I have an air ride, heated seat. If I'm working in 90 degrees or 20 degrees, I'm staying comfortable. My wife says it's even nicer than her vehicle."

Spot-on dealer support

When Greco needs service and maintenance assistance, Duhon Machinery is always there. "With my busy schedule, I don't have time to do my own maintenance," he says. "My dealer comes to my jobsite when my machine needs scheduled maintenance. It frees me up and gives me more time to do other things."

Dealer support is key to Greco and his line of business. In fact, he views it as a friendship, more than a business partnership. "Mr. Sid and the dealership are spot on," Greco says. "If they say they will be there, they will be. If I have a question, I can call them. I think being in the Doosan line, there's going to be a lot more things I can do. I've helped Mr. Sid sell a couple of machines just on my word."

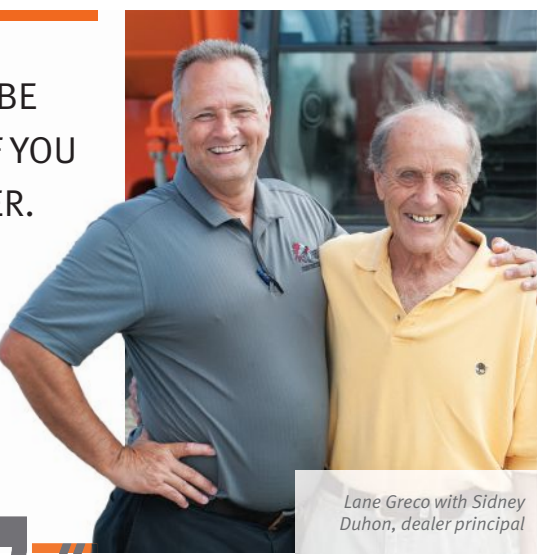
Reliable equipment and keeping true to his word has proven to be very valuable for Greco over the last 20 years. It's something Greco plans to continue to live by for years to come.

"My father raised me to be respectful, hard-working and determined," he says. "I learned through him to love helping others in our community. I chose to build my life here and want to continue helping out my community any way I can. It's not just a job; it's a passion for me. I love the work I do." DM

Discover how Lane Greco was able to help his community restore a coastal parish after Hurricane Katrina using his Doosan® DX300LC-5. To learn more, visit **DoosanEquipment.com/Greco**

DOOSAN HAD BEEN TRYING TO GET SID DUHON TO BE THEIR DEALER FOR QUITE SOME TIME. I TOLD HIM IF YOU BECOME THE DEALER, I'LL BE YOUR FIRST CUSTOMER. HE WASN'T EVEN A DEALER YET, AND WE MADE THE DEAL. **THAT'S HOW MUCH I BELIEVED IN MR. SID DUHON. WITHOUT THAT MAN STANDING BEHIND IT, I WOULD HAVE NEVER HAD THE OPPORTUNITY.**

– LANE GRECO / Greco Construction



Lane Greco with Sidney Duhon, dealer principal

PROJECT IN PROGRESS

A trio of Doosan® DA40 articulated dump trucks (ADTs) and a DX420LC-5 crawler excavator was assigned to excavate and transport materials at a commercial development near De Soto, Iowa. Advanced Construction Development used the Doosan equipment in fall 2017 in preparation for a new auto auction center.

A Doosan DX420LC-5 crawler excavator rented from Bobcat of Omaha was tapped to continuously load three DA40 ADTs rented from Brown's Heavy Equipment in Ames, Iowa.

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